

From: Adams, Marcia <madams@oed.sc.gov>  
To: Soura, Christian <ChristianSoura@gov.sc.gov>  
Date: 6/16/2014 5:13:57 PM  
Subject: FW: Introduction  
Attachments: Huron Education\_Performance Improvement Discussion.pdf

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FYI

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From: shess@huronconsultinggroup.com [mailto:shess@huronconsultinggroup.com]  
Sent: Friday, June 13, 2014 9:02 PM  
To: Adams, Marcia  
Subject: Introduction

Good evening Ms. Adams,

I have been closely following the recent events at South Carolina State University and have also read about the Blue Ribbon Committee that has been formed to provide guidance on the future of SCSU. I fully recognize the challenges that SCSU is facing and the immediacy of the situation to stabilize enrollment, implement cost reduction efforts, and put SCSU on the right trajectory to better serve its students, faculty and community in the future.

Our firm, Huron Consulting, has performed substantial work with a number of institutions in the state of South Carolina, including Clemson, USC, College of Charleston and the Medical University of South Carolina. I have worked with the latter two institutions specifically. Our work in South Carolina and at a number of other universities has focused on university performance improvement, where we identify opportunities and build the business cases for cost reduction / revenue enhancement, effectiveness and overall customer service improvement (attached is an overview of this service offering).

We met with Chairman White and the Ways and Means Committee at the end of February to provide our perspective on higher education trends and how to structure a broad performance improvement project for the state. During a recent visit to SC, my colleagues and I also met with Dr. Sutton and Julie Carullo from the Commission on Higher Education.

I will be in the state several times over the next two months and, schedules permitting, I thought it would be helpful for us to meet. I would appreciate the opportunity to learn more about your perspectives on the situation at SCSU / broader higher ed in South Carolina and I can share our experiences and lessons learned in leading substantial cost reduction and reorganizations at large universities, as well as our financial restructuring experiences across industries. I believe this combination gives us a unique perspective on the situation at SCSU. If it is easier to connect with your assistant to coordinate schedules, please let me know and I can reach out to her directly.

I look forward to meeting you.

Sincerely,  
Scott Hess

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